The New Psion Teklogix

Omnii XT10

Worldwide Release

September 28th, 2010

© Psion Teklogix

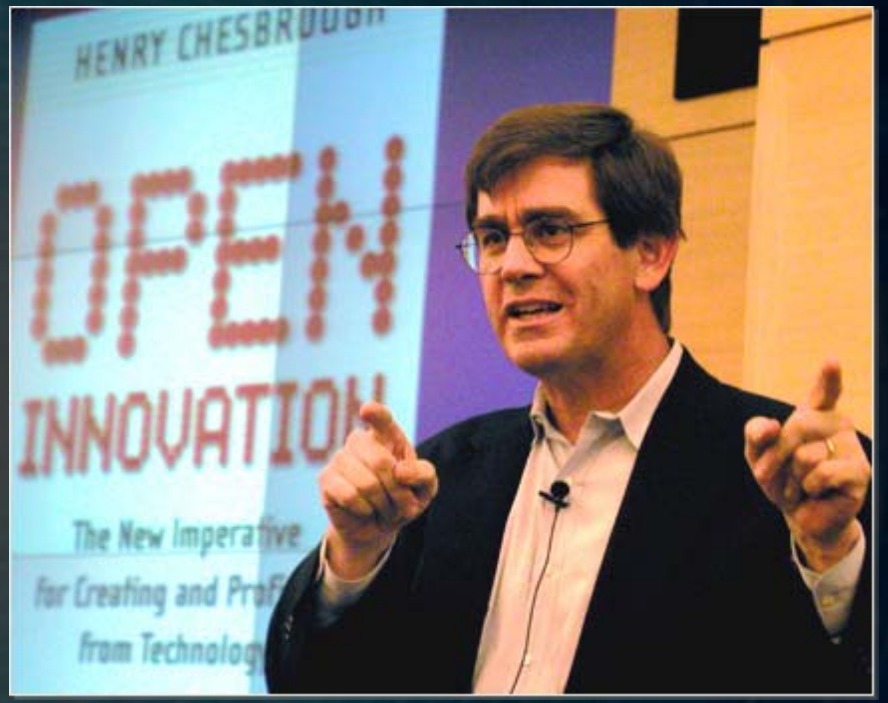
Agenda

- Our Strategy
- The Making of Omnii
- Omnii XT10

© Psion Teklogix

Open Innovation -
Modern Thought Leadership

- The open source way is about possibility. Open source presents a new way to solve old problems. To share ideas and effort
- The open source way opens doors. Open source offers a new perspective. Open, not closed. Collaboration, not isolation
- The open source way multiplies. Knowledge. Effort. Inspiration. Creativity. Innovation. The impact is exponential



-**Henry Chesbrough**, author of *Open Innovation: The New Imperative for Creating and Profiting from Technology* (HBS Press 2003)

© Psion Teklogix

Web 2.0 + Collaborative Community

Brings Open Innovation to Life

Dynamic

Emerging business models

Contextual

Preferential linking

Community

System

Environment

Collaborative

Trust

Sharing

Continuous

Business networks

Meritocracy

Structural gaps

Community of communities

Orchestrating

Six degrees

Blogs

Inclusive

Capability building

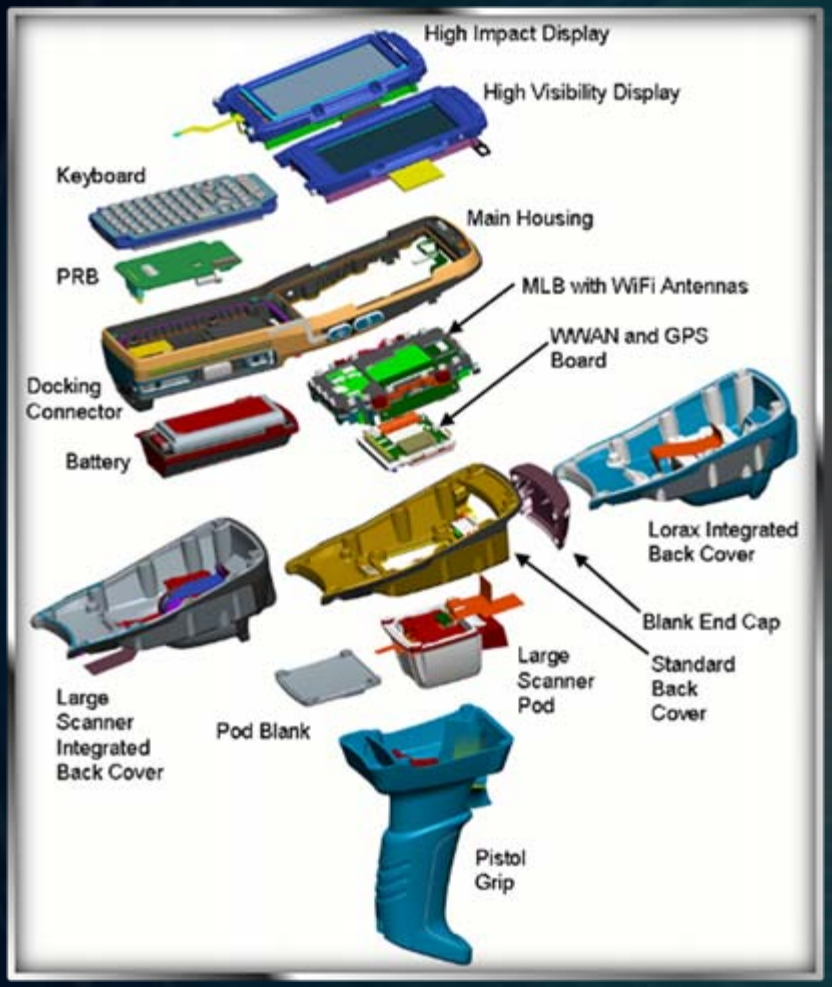
Creation nets

Shared control & contribution

Source: Marco ten Vaanholt

© Psion Teklogix

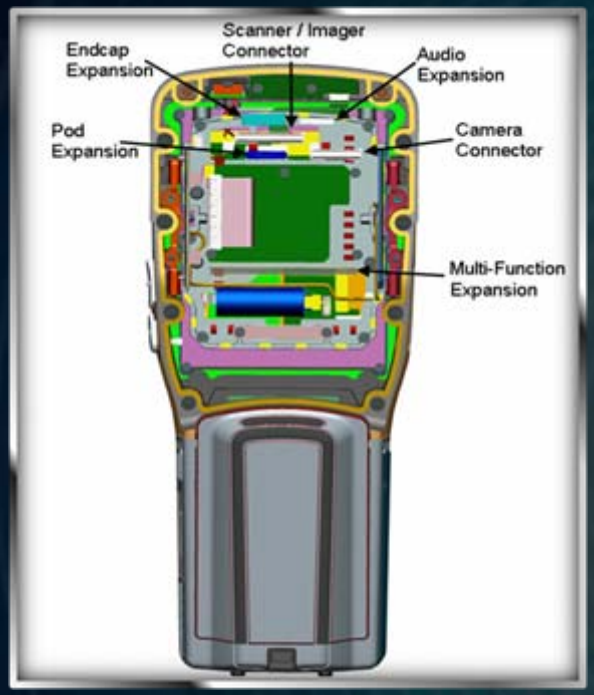
Modular and adaptive



For nearly two decades, modularity enables Psion to create a diverse set of rugged products to serve specific needs, the modular architecture creates adaptive products that are ideal for repurpose

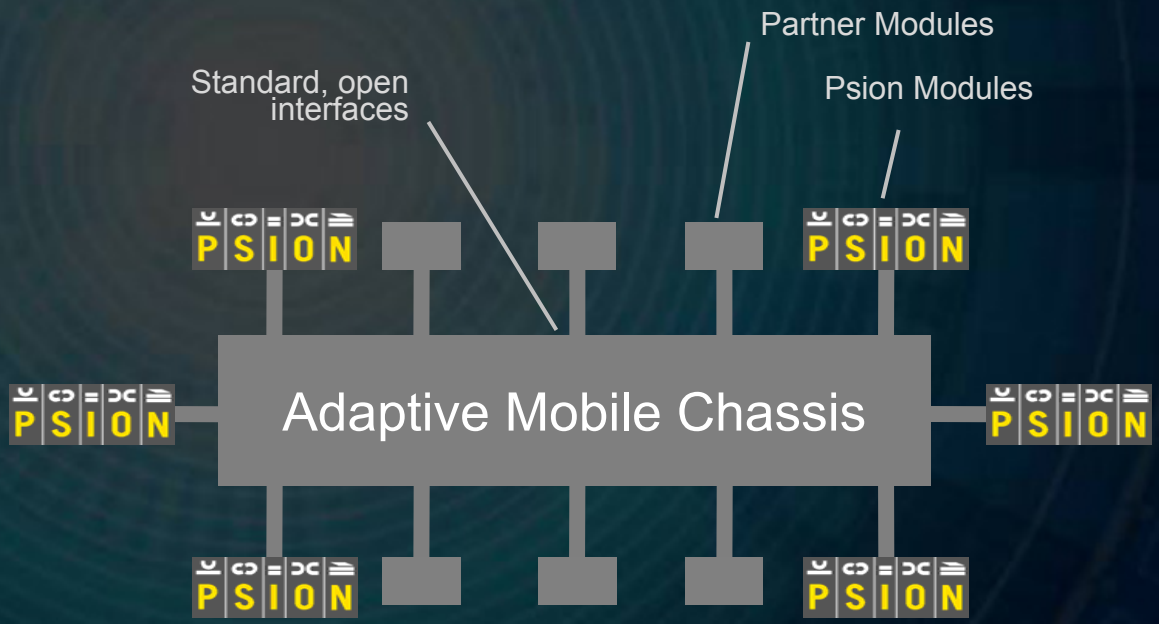
© Psion Teklogix

Customizable



Modularity and open interfaces enables Psion to create custom products in conjunction with our partners

We published Hardware Development Kits (HDK's) and Software Development Kits (SDK's) before they had proper names



© Psion Teklogix

Combined = Open Source Mobility

© Psion Teklogix

Agenda

Our Strategy

The Making of Omnii

Omnii XT10

© Psion Teklogix

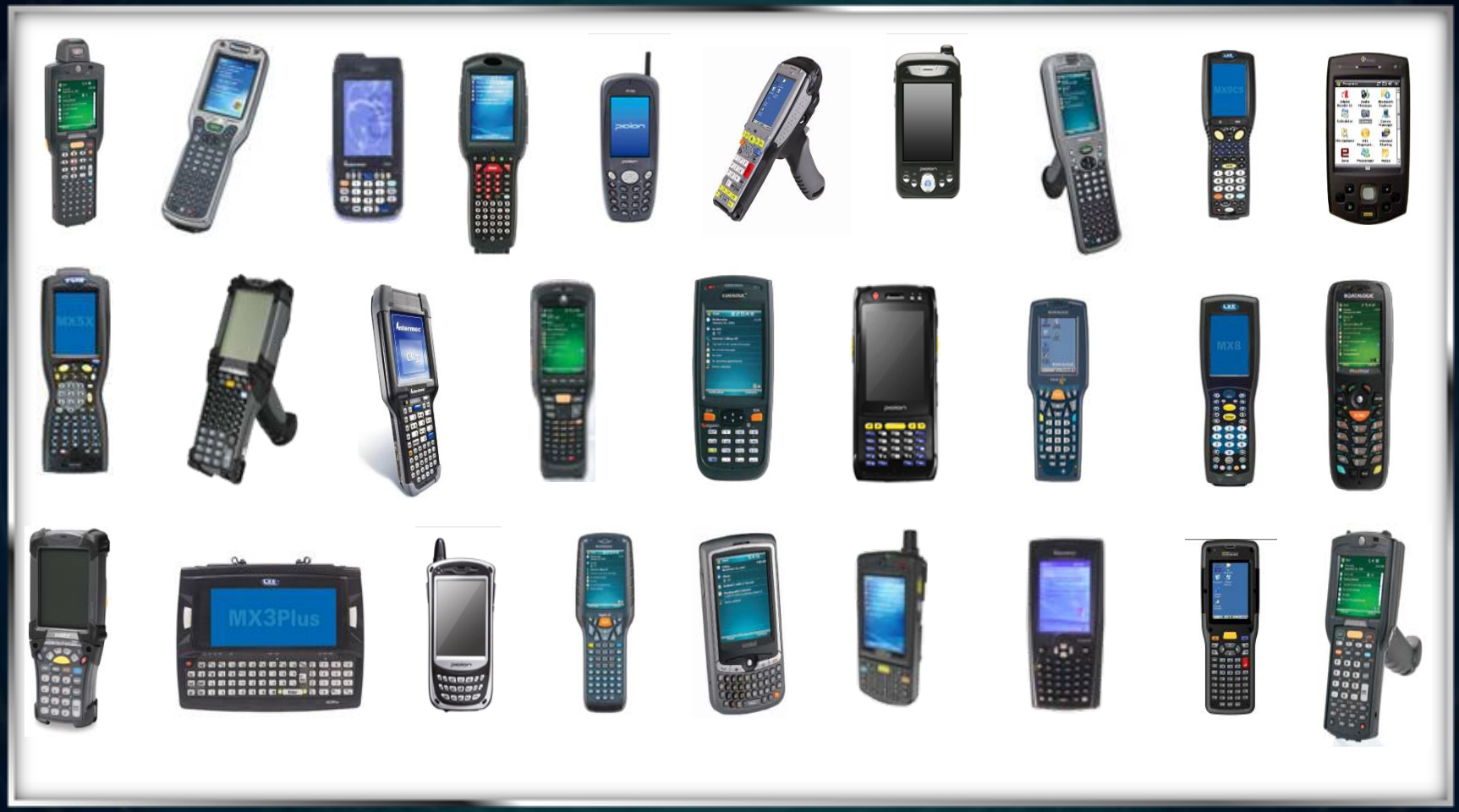
Mobile Computing *User* Diversity

Growth in almost all sectors driven by operational demands

© Psion Teklogix

Mobile Computing *Device* Diversity

An ever-increasing array



© Psion Teklogix

Mobile *Technology* Diversity

Exciting, but not always predictable

	Radios	Data Capture	Peripherals / Others
Historical Mobile Computing Applications	Narrowband	1D Scanner	Tethered Scanner
	WiFi	2D Scanner	Tethered Printer
Today	GPRS	1D Imager	Biometrics
	CDMA	2D Imager	MRZ Reader
	HSPA	RFID (LF, HF, UHF)	
	UMTS	Active RFID (UHF, UWB)	
	Bluetooth	Direct Part Marking	
	GPS	Camera	
		Near Field Communication	
Tomorrow?	802.11ac	Image Recognition Systems	High Res Displays
	802.11af		Augmented Reality
	802.11ad		Digital Sensors
	4G		Gyroscope
			Multi Touch

© Psion Teklogix

How do you choose?

	Radios	Data Capture	Peripherals / Others
Historical Mobile Computing Applications	Narrowband	1D Scanner	Tethered Scanner
	WiFi	2D Scanner	Tethered Printer
Today	GPRS	1D Imager	Biometrics
	CDMA	2D Imager	MRZ Reader
	HSPA	RFID (LF, HF, UHF)	
	UMTS	Active RFID (UHF, UWB)	
	Bluetooth	Direct Part Marking	
	GPS	Camera	
		Near Field Communication	
Tomorrow?	802.11ac	Image Recognition Systems	High Res Displays
	802.11af		Augmented Reality Tools
	802.11ad		Compass
	4G		Gyroscope
			Android

© Psion Teklogix

There is another way …

© Psion Teklogix

Modular Platform Architecture

© Psion Teklogix

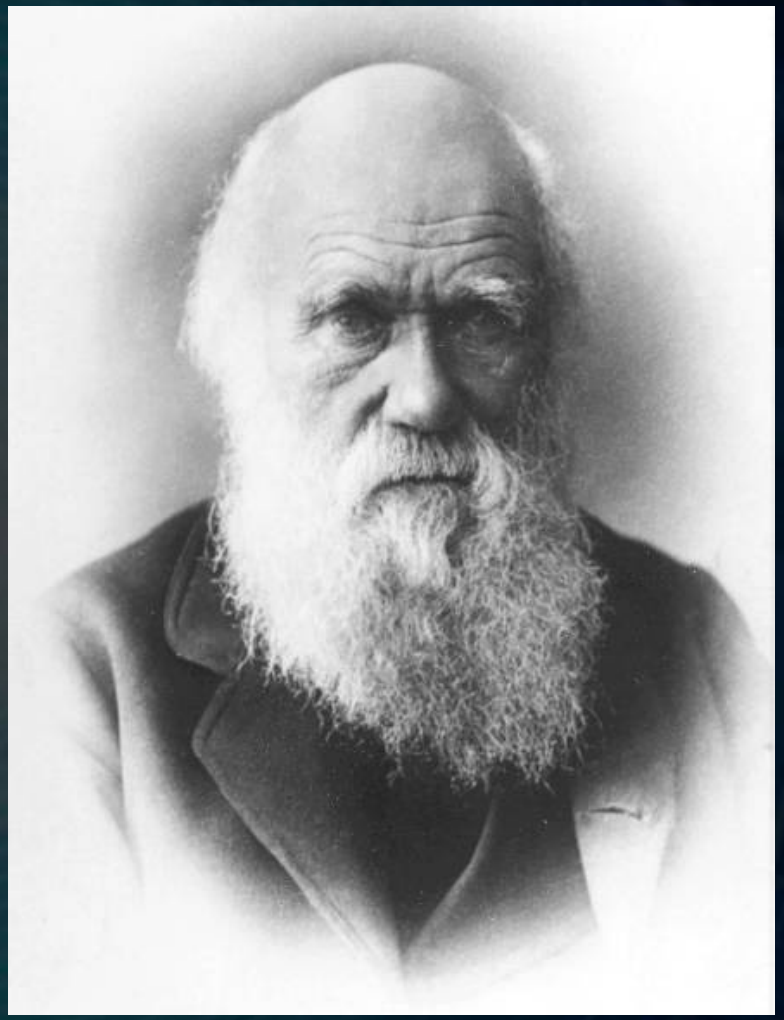
Omnii

© Psion Teklogix

Adaptive

"It is not the strongest of the species that survives, not the most intelligent that survives, It is the one that is most adaptable to change."

Charles Darwin



© Psion Teklogix

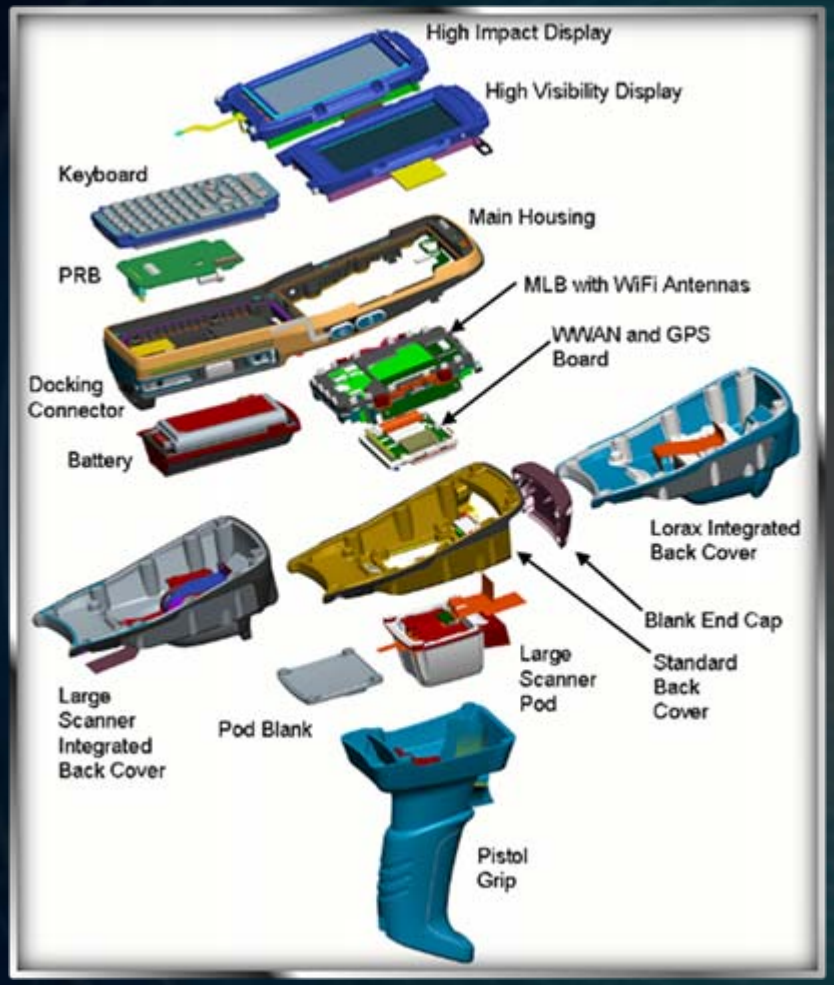
Omnii Modularity Video

Video may be streamed here

Video may be downloaded here

© Psion Teklogix

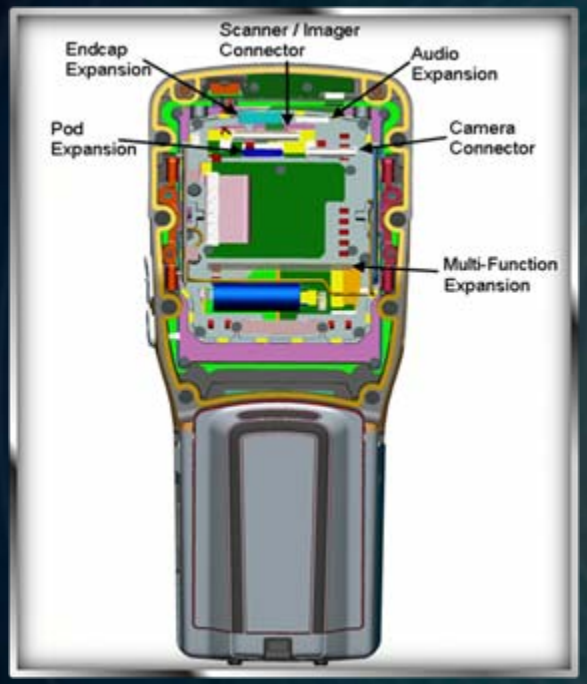
Modularity Enables Adaptive



For nearly two decades, modularity enables Psion to create a diverse set of rugged products to serve specific needs, the modular architecture creates adaptive products that are ideal for repurpose

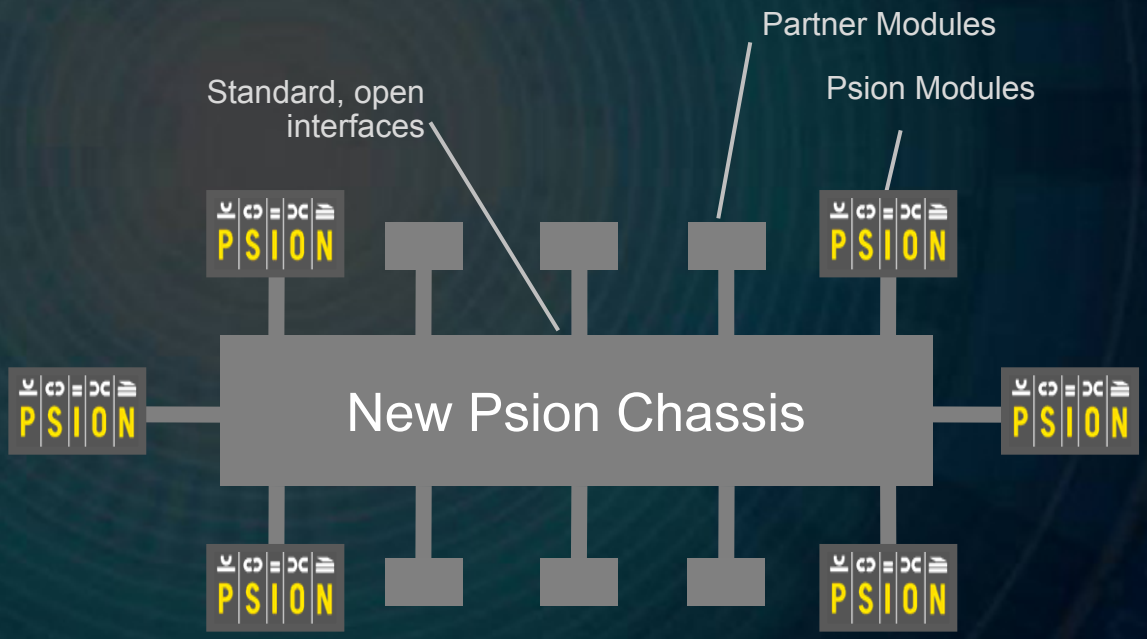
© Psion Teklogix

Modularity Enables Customization



Modularity and open interfaces enables Psion to create custom products in conjunction with our partners

We published Hardware Development Kits (HDKs) and Software Development Kits (SDKs) before they had proper names

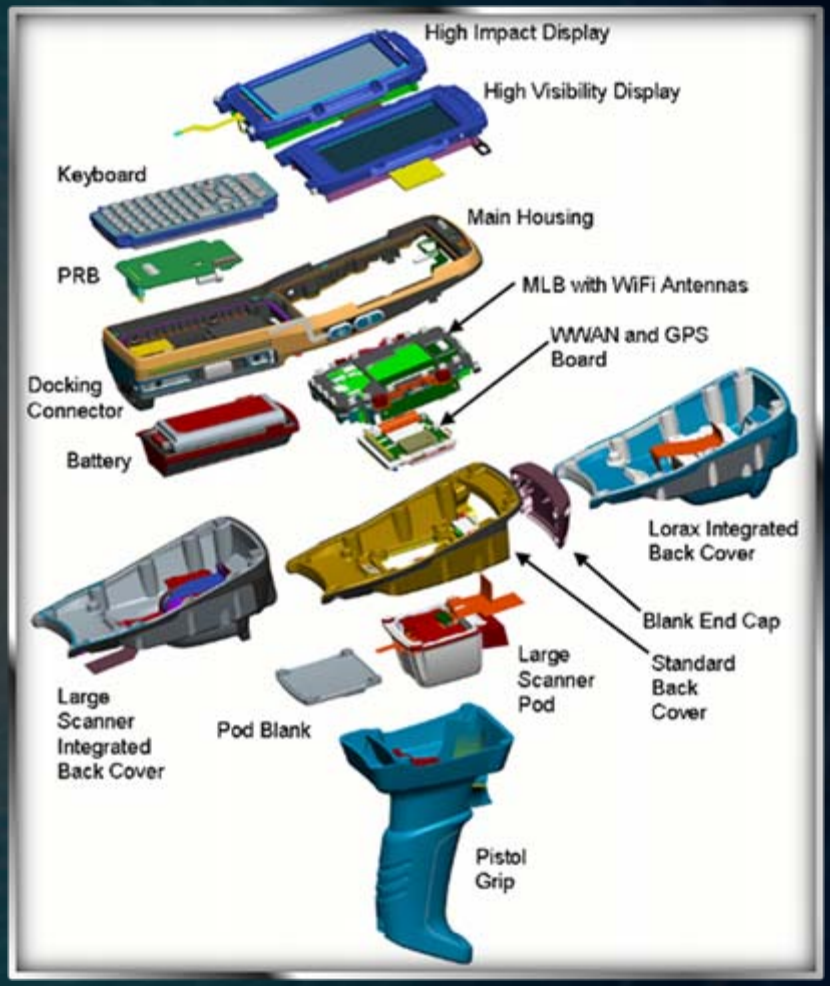


© Psion Teklogix

Omnii has Long Life

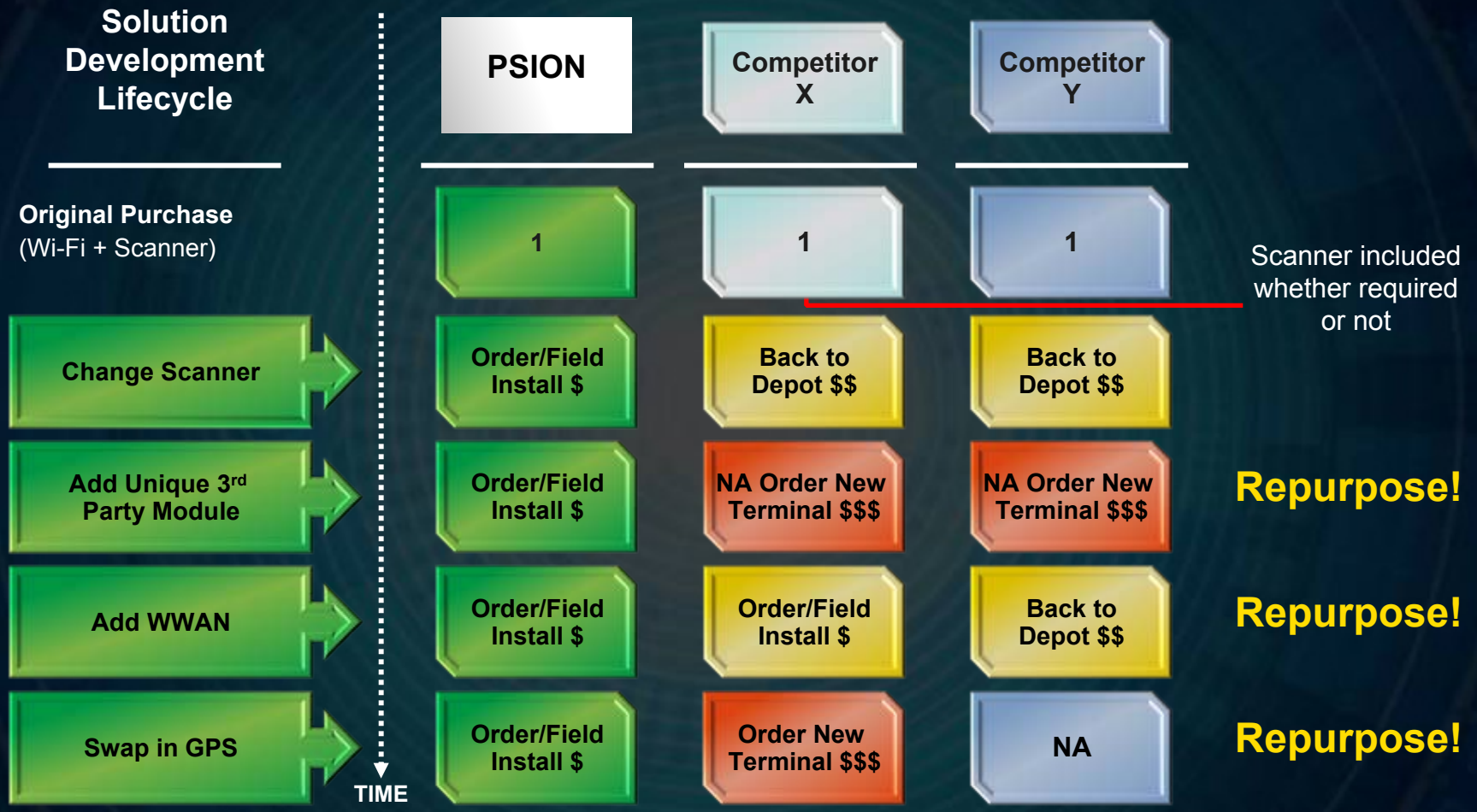
Modularity extends the life of the device and allows adaptive redeployment

Re-using is more responsible than manufacturing



© Psion Teklogix

Modularity Enables Best TCO



© Psion Teklogix

Experts Agree, Modularly offers Better TCO

	Typical	Psion	Reduction
Hardware and Software	$804	$537	31%
Service	$540	$540	0%
IT Labor	$305	$305	0%
Administration	$93	$70	25%
Total Direct Costs	$1,742	$1,452	17%
Total Indirect Costs	$681	$598	12%
Total Cost of Ownership	$2,423	$2,050	15%
Delta in TCO Per yr			$374
Total Savings In Product Lifecycle			$2,859

Gartner TCO analysis suggest a hardware costs savings of 31% per year.

The entire cost of the product will pay for itself in savings over the usage life.

Source: Estimates based on Gartner TCO Model. Ken Dulaney and Federica Troni, "Four TCO Profiles for Smartphones and PDAs: 2009", Gartner, 19 October 2009, pg 12. Assume 3 yr base option

© Psion Teklogix

The impact of modularity

© Psion Teklogix

Agenda

Our Strategy

The Making of Omnii

Omnii XT10

© Psion Teklogix

Omnii XT10

© Psion Teklogix

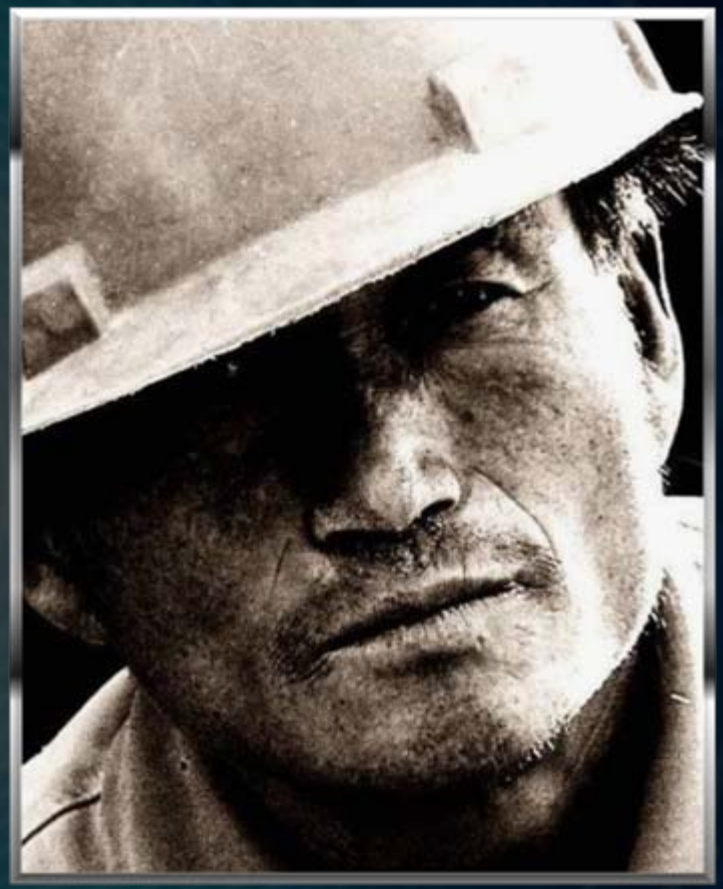
The New Omnii Platform is Already Proven

- Omnii is the **most tested**, validated, lab abused, customer proven, partner involved, and rugged product we have ever built
- **20 years** of Psion Teklogix expertise in modular architecture design and prove out
- **120,000 hours** of Omnii Product testing in labs and field, including beta testing.
- The most extensive Beta program in Psion history, with partner and customers, all empowered through IW.com with over 400 units in field. **100% of Participants surveyed voted "Ready to Ship!"**

© Psion Teklogix

Omnii XT10 is Tough

- IP65 certified
- 26 Drops (each edge, corner, face) from 1.7m/5.6 ft
- Multiple 2.0m/6.5 ft drops
- -20°to +50°(Celsius)



In some jobs, compromise is not an option

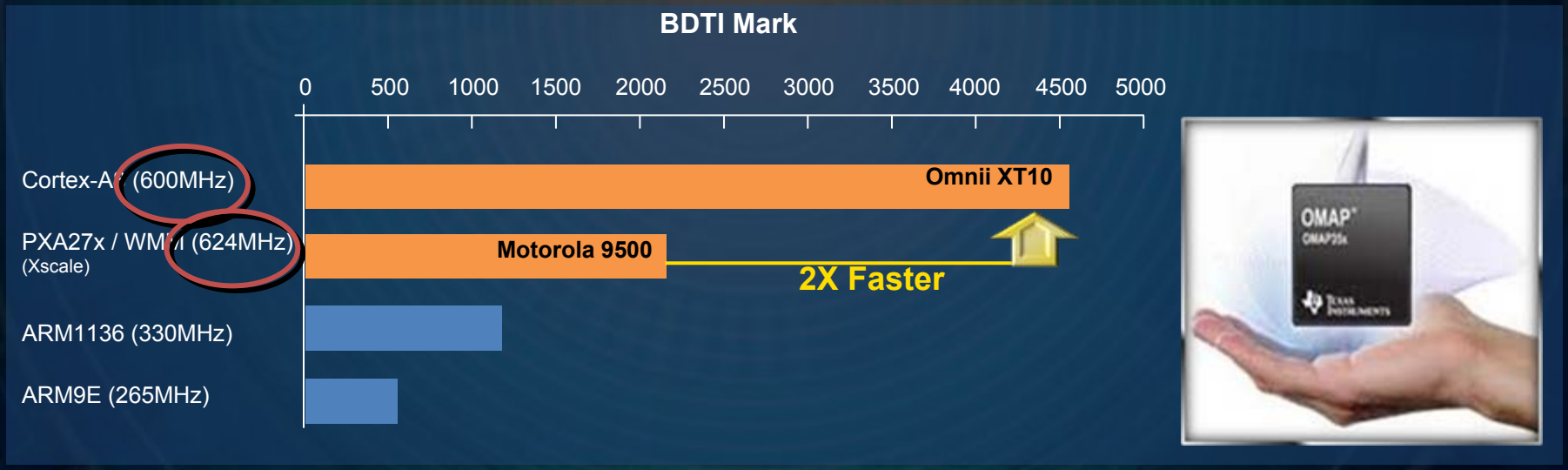
© Psion Teklogix

Portrait By Saal Akhtar (December 6, 2004)

Omnii XT10 has More Heart

> The Texas Instruments **OMAP3 processor performs over 45% -110% faster** than the competition on industry benchmarks at the **same MHz**

	Arm PXA320/270	TI OMAP3	Advantage
BDTI Mark	2150	4550	OMAP3 +111%
Dhrystone (DMIPS/MHz)	1.2	2.0	OMAP3 +67%
EEMBC CoreMark (per MHz)	1.77	2.55	OMAP3 +45%

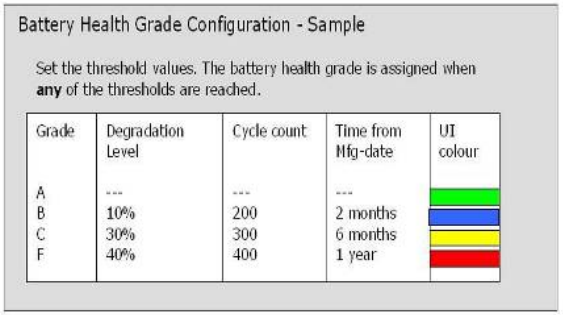


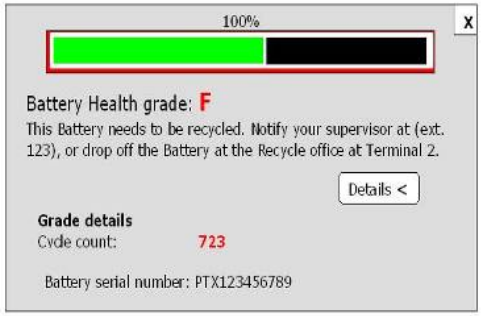
© Psion Teklogix

Omnii XT10 Lasts Longer

1. The **largest capacity battery**, over 2x more than the competition
2. **Battery Health Grade** warns when battery is nearing end of lifecycle. Allows you maximum value from your hardware
3. Clear colour coordinated battery grades and customizable messages makes it easy to use

5000mAH High Capacity Lithium Ion Battery, the largest capacity in the industry


Battery Health Grade Configuration - Sample
Set the threshold values. The battery health grade is assigned when **any** of the thresholds are reached.
Grade
Degradation Level
Cycle count
Time from Mfg-date
UI colour
A --- --- ---
B 10% 200 2 months
C 30% 300 6 months
F 40% 400 1 year


100%
X
Battery Health grade: F
This Battery needs to be recycled. Notify your supervisor at (ext. 123), or drop off the Battery at the Recycle office at Terminal 2.
Details <
Grade details
Cycle count: 723
Battery serial number: PTX123456789

© Psion Teklogix

PsionVU Delivers Your Interface

PsionVU is all new and an industry exclusive, designed by Psion Engineers who understand your needs

1. Delivers a clean graphical toolset that enables simplified interfaces for common tasks, yet locks out everything else
2. Highly configurable layout with zero coding
3. Extensive Self Branding for your business including colors, style and theme
4. Finger friendly interface for reduced stylus use

© Psion Teklogix

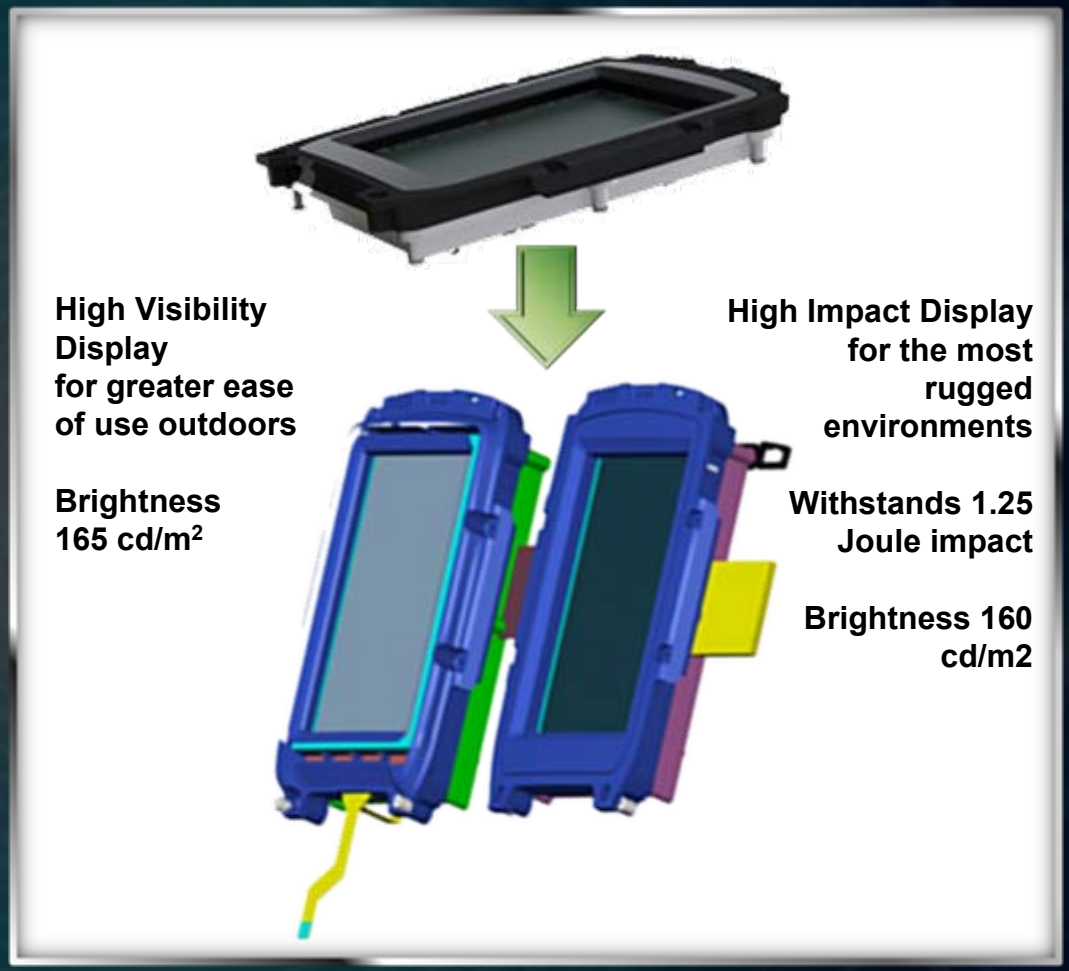
Omnii XT10 has better Display Options

3.7” VGA (640 x 480) Color Touch Display with Transflective technology for brilliant outdoor readability

> **High Visibility option,** offers superior overall visibility with 165 cd/m^2 brightness

> **Extreme Duty option,** designed for the most rugged environments with improved impact resistance (1.25 Joule impact), better abrasion resistance, improved low temperature performance, with 160 cd/m^2 brightness

> **Field replaceable** by trained technician for maximum up time


High Visibility Display for greater ease of use outdoors
Brightness 165 cd/m2
High Impact Display for the most rugged environments
Withstands 1.25 Joule impact
Brightness 160 cd/m2

© Psion Teklogix

Omnii XT10 has More K/B Options

Omnii Keyboards are:

- Top Load and Field upgradeable
- Designed based on customer input
- High durability hard capped keys, over 1M+ cycles
- Ergonomic design for one handed operation
- Improved ultra-white Backlight for use in dark environments

Alpha Numeric

Numeric

Numeric Alpha Modified

At Launch
(3) Options available immediately

Upcoming
(9) Planned additions for 2011

Request your own
Can't find what you need, we can build it for you!

© Psion Teklogix

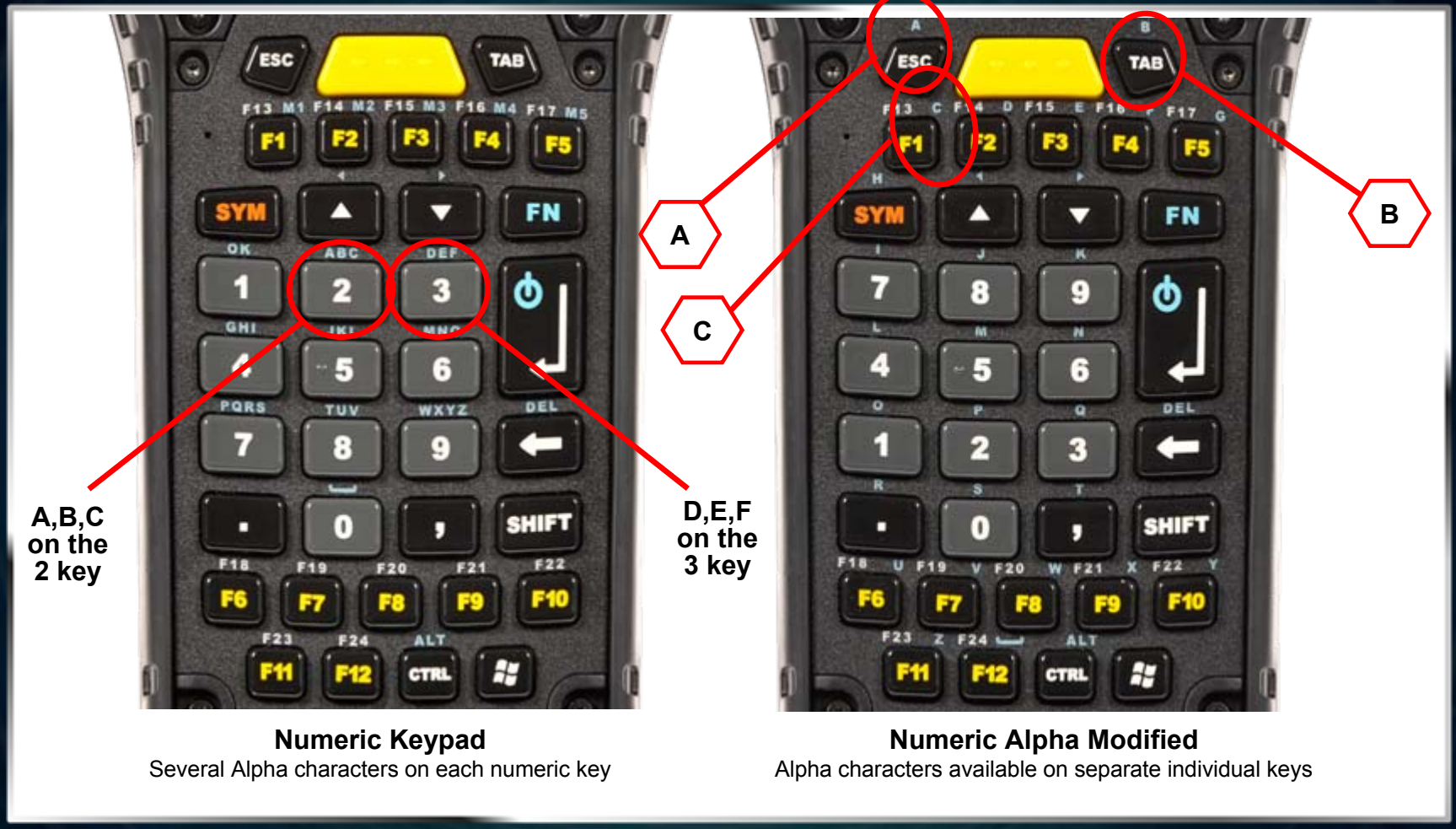
Keyboard Layout – Alpha Numeric option

Alpha Numeric Keypad
Beta Version

Alpha Numeric Keypad
Production Version

© Psion Teklogix

Keyboard Layout - Numeric options



Numeric Keypad
Several Alpha characters on each numeric key

Numeric Alpha Modified
Alpha characters available on separate individual keys

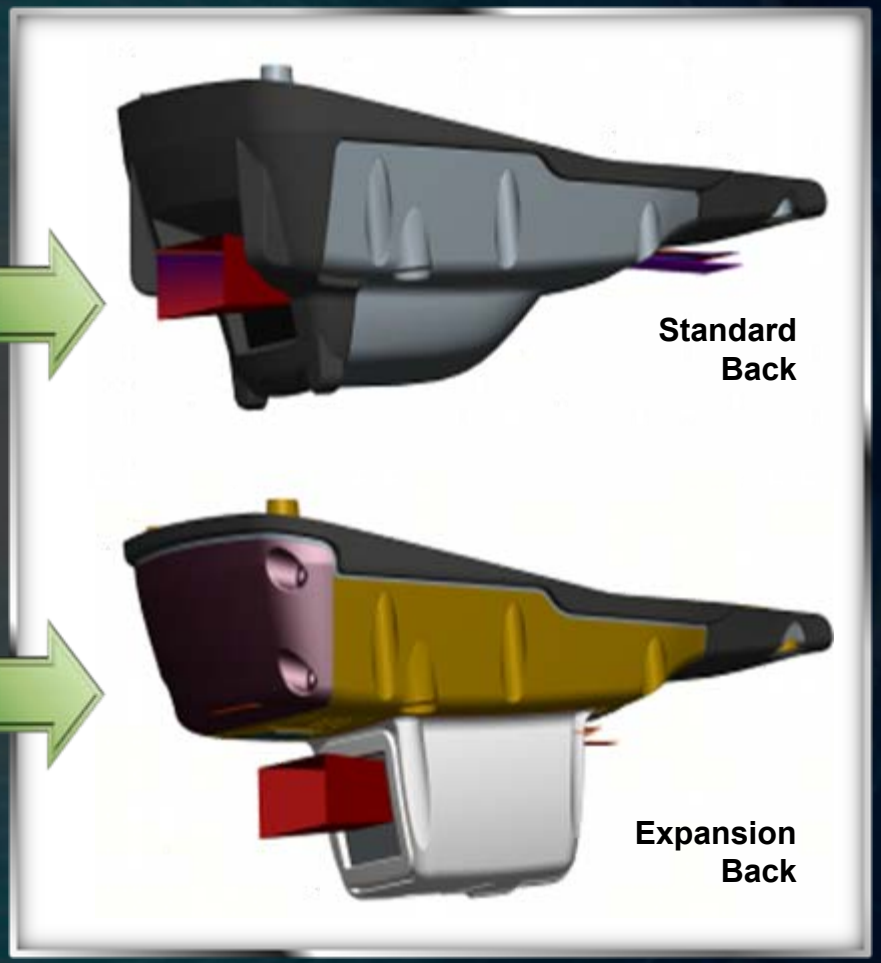
© Psion Teklogix

Omnii XT10 Modular design – Back Options

2 main back styles – Standard & Expansion

- Standard back configures Omnii similar to 7535 – ergonomically optimized for repetitive scanning in SCL, in the most popular configuration (WiFi, scanner, pistol grip)

- Expansion back configures Omnii similar to WORKABOUT PRO – supporting end caps and Pods



© Psion Teklogix

Modular design – Standard Back Options

- Configures Omnii similar to 7535
- Reduced size
- Optimized for ergonomics
- Field upgradeable to expansion back
  - Future proof
  - Increases ROI
- WLAN only

SE1224HP Std Range Laser
SE1223LR Long Range Laser
EV15 1D Imager
5080 2D Imager

SE1524ER Auto Range Laser

No End Cap Expansion

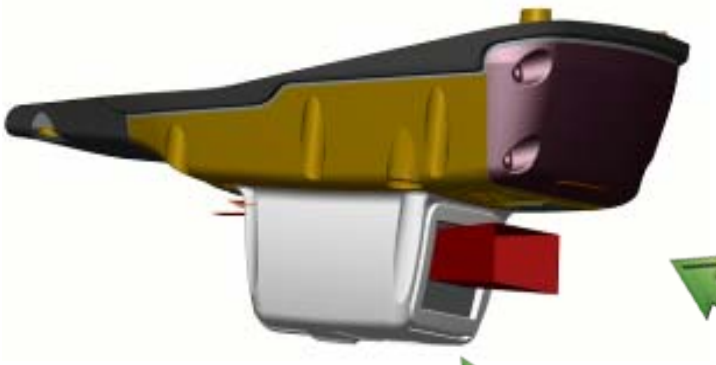
No Pod expansion

Specific pistol grips

No camera/PTT speaker option

© Psion Teklogix

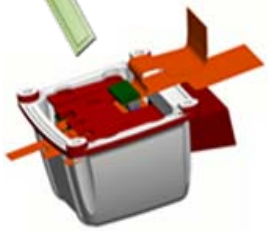
Modular design – Expansion Back Options



Field upgradeable
End Cap for GPS
(future WWAN)

Optional
- Camera/PTT speaker
- PTT speaker only
- Blank

Optional Pod
Supports
Field Installable
pistol grip



Optional, Field
upgradeable
POD

SE1224HP Std Range Laser
SE1223LR Long Range Laser
EV15 1D Imager
5080 2D Imager

© Psion Teklogix

Omnii XT10 Modular design – Back covers

Omnii with Standard Back Cover

Omnii with Expansion Back Cover

Tip! Always lead with the standard back unless you know that the customer requires any of the expansion back options (Camera, PTT speaker, GPS)

© Psion Teklogix

Omnii XT10 – Wireless

- Bluetooth Standard on all models
- Wireless LAN Standard on all models
  - 802.11 b/g
- GPS Option
  - Expansion Back required
- Future WWAN Support
  - EDGE
  - HSPA+
  - Expansion Back required

Mobile Broadband

© Psion Teklogix

Omnii XT10 – Specifications

Platform

- Processor - Texas Instruments OMAP 3 @ 600 MHz.
- 512 MB Flash ROM, 256 MB RAM
- Bright 3.7” VGA Touch Display up to 165 cd/m2
- 95db Beeper, Vibration Feedback, LED’s, onscreen indicator
- Speaker & Microphone
- 5000mAH Battery – Quick Release
- Multiple Internal Expansion Interfaces
- User accessible SD card slot
- CE 6.0 (Launch), WM6.5 (Future)

Durability

- IP65
- 26 Drops (each edge, corner, face) from 1.7m/5.6 ft; or Multiple 2.0m/6.5 ft drops.
- Operating Temp -20C to +50C (non-condensing)

Options

- Modular swap-able keyboards
- High-impact or Hi-Visibility Display
- 1D High Performance Lasers/ 1D&2D Imagers, Auto Range Laser
- 3Mpixel Autofocus camera with dual LED flash & zoom control
- PTT amplified speaker
- Optional Flash memory sizes (future, special order)

Radio Support

- 802.11b/g & Bluetooth onboard
- Hi Performance GPS factory optional, field installable

© Psion Teklogix

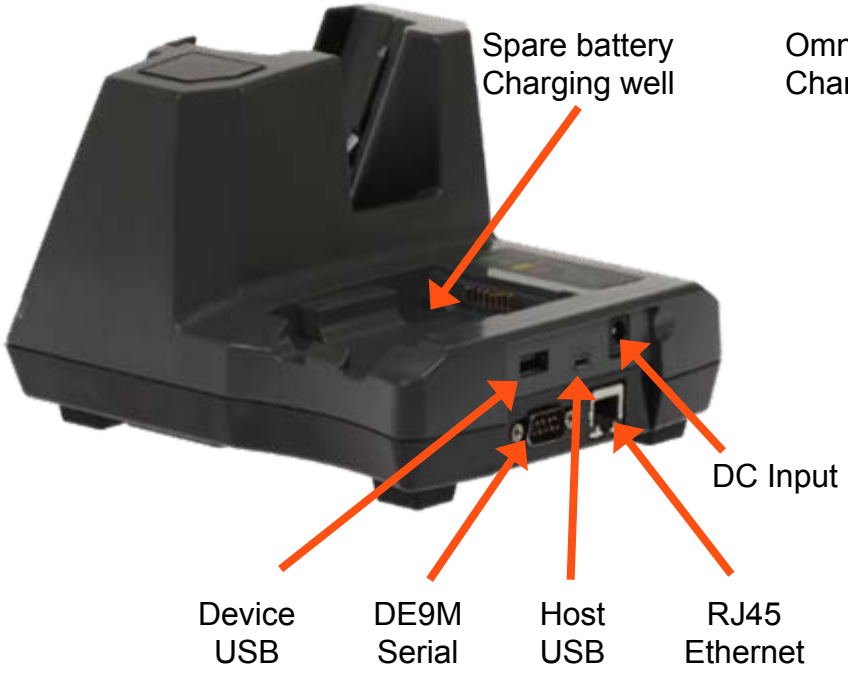
Omnii XT10 – Full Range of Accessories

- Desktop Chargers
  - Single Desktop Docking Station
  - Quad Docking Station
- Vehicle cradles
- 6 Slot Spare Battery Pack Charger
- Snap Modules (Charge, and provide peripheral connection)
- Carrying options
  - Protective Cases
  - Hand Straps
  - Shoulder straps
  - Belts

© Psion Teklogix

Omnii XT10 – Desk Dock

Rear View



Front View

Note: RJ45 and DE9M are an optional variant, and also available as an XMOD field upgrade kit

© Psion Teklogix

Omnii XT10 – 6 Slot Spare Battery Pack Charger

- Charges 6 spare batteries simultaneously
- Desk or Wall-mountable
- Wall mount houses power supply
- 4 LED's on each slot indicate battery charge level

© Psion Teklogix

Software Development Kit (SDK)

SDK Provides

- Mobile Devices
- RFID
- Images

Program or configure all options in the Windows Control Panel

Customise trigger and kbd Fn's for application specific tasks

Support application development for WinCE and Win Mobile

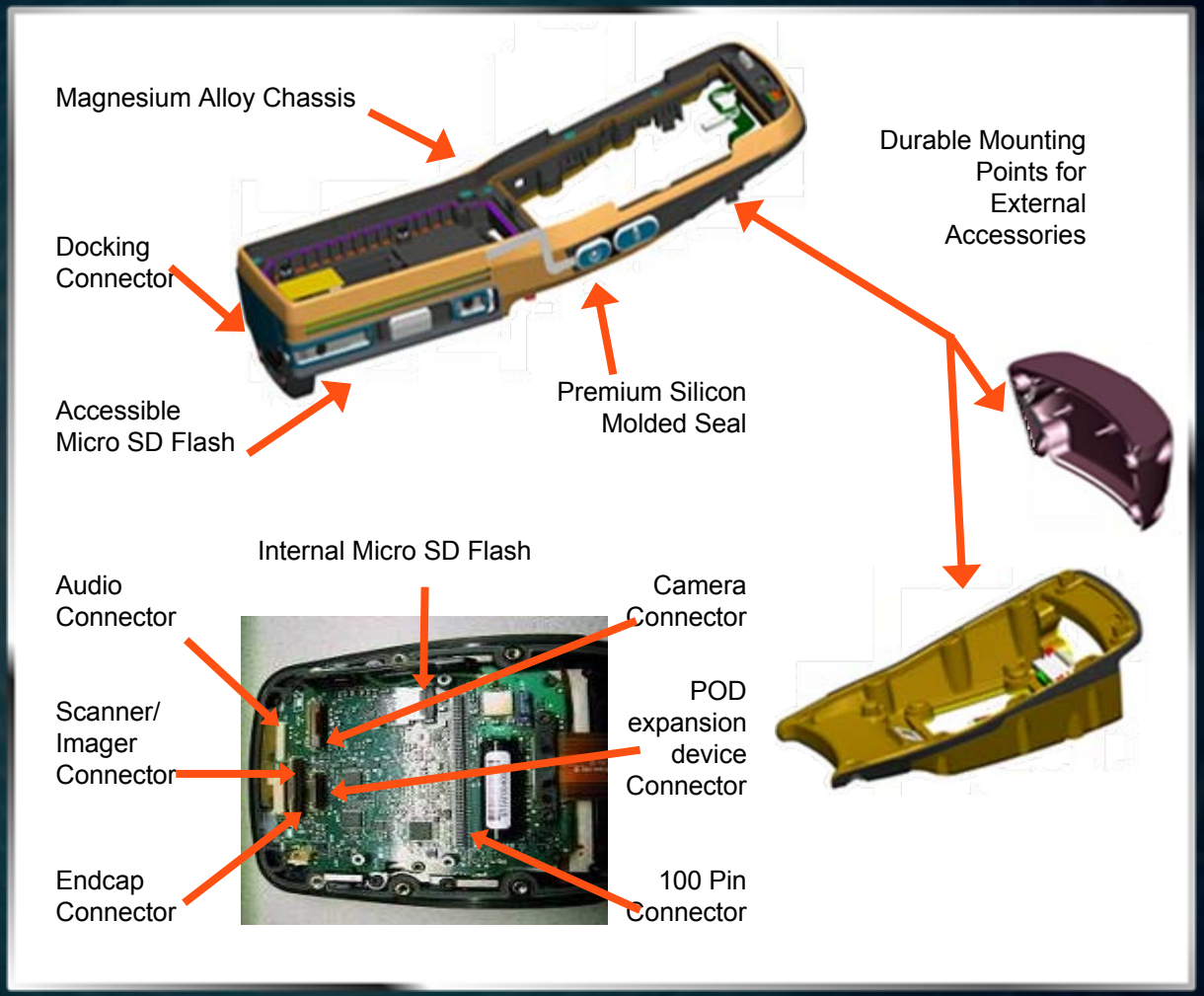
- NET
- Java
- C/C++

© Psion Teklogix

Hardware Development Kit (HDK)

HDK Provides

- Libraries and sample programs for the API's
- Engineering drawings for custom molding needs
- Schematics for expansion modules and converter boards
- User Manual



© Psion Teklogix

On demand training directly from the real experts

- **On demand** product information in video formats
- **Easy to use**, easy to understand, quick to access
- Information coming **directly from engineers** and developers
- **20 Topics** in both hardware and software. Need more? Just ask
- Located on **IngenuityWorking.com**
- **Mandatory sales training** and testing certification will be scheduled for the end of October.

Hardware Videos

1. Back cover replacement/ change
2. GPS Module Overview and Installation
3. Pistol Grip Overview
4. Keyboard(s) Details/ Options
5. KB Replacement
6. Expandability – HDK
7. Single Dock/ Gang Charger Overview
8. Omnii XT10 Display Options
9. Battery Details

Software Videos

1. Silverlight / PsionVU
2. Dr Debug – New Bluetooth Manager
3. Overview
4. Bluetooth – Scanner Option
5. Application Launch Keys
6. WiFi / Certification Manager / Configuration
7. Imagers and Scanner Applets
8. SDK Overview

© Psion Teklogix

Omnii XT10 vs Competition

Psion Teklogix Omnii XT10 an industry leader with 20 years of modularity expertise, with power and toughness to back it up.

Motorola MC 9090: Bulky and heavy create rugged look, no GPS, no 3G (WWAN), old architecture, no Qwerty keypad.

Motorola MC 9500: The MC9500 is a evolution of the MC9000 series. They claim a modular design, but this is limited to the radio and keyboard.

Intermec CK3: Wi-Fi only, targeted specifically at inventory applications – warehousing, retail, shop floor. Voice and speech enabled. Less rugged and lighter than its predecessor the CK31.

	Omnii XT10	9090	9500	CK3	
Modular & Adaptable	√				Future proof, investment protection, max. flexibility
Customizable	√				Investment protection for tomorrow
Built on Open Innovation	√				Designed by real world users, with fresh ideas
OMAP3 or hi-perf processor	√				Fast execution, more responsive software, quicker job completion
5000+ mAh Battery Capacity	√			optional	Full shift, especially critical for Mobile and day long WWAN connectivity
IP65+	√		√		Protected. For use in almost any environment
2.0m+ drops	√				Tough. Withstand the rigors of real world usage
-20 / +50 operating range	√	√	√		From hot cars to freezers, it just works.
Modular keyboard	√		√		Flexibility and easy changes

© Psion Teklogix

Who wins?

Customer Wins **Lower risk today & tomorrow**	Best product fit & Lifetime TCO Upgrading and changing functions Rapid / easy serviceability
Partner Wins **Easier to do business with**	Closer to the customer Lower costs & faster response Unique propositions & flexibility
Developer Wins **New business opportunities**	Less risk & faster returns Innovative business model Differentiated market offer

© Psion Teklogix

THE NEW PSION TEKLOGIX

Success Through Ingenuity

© Psion Teklogix